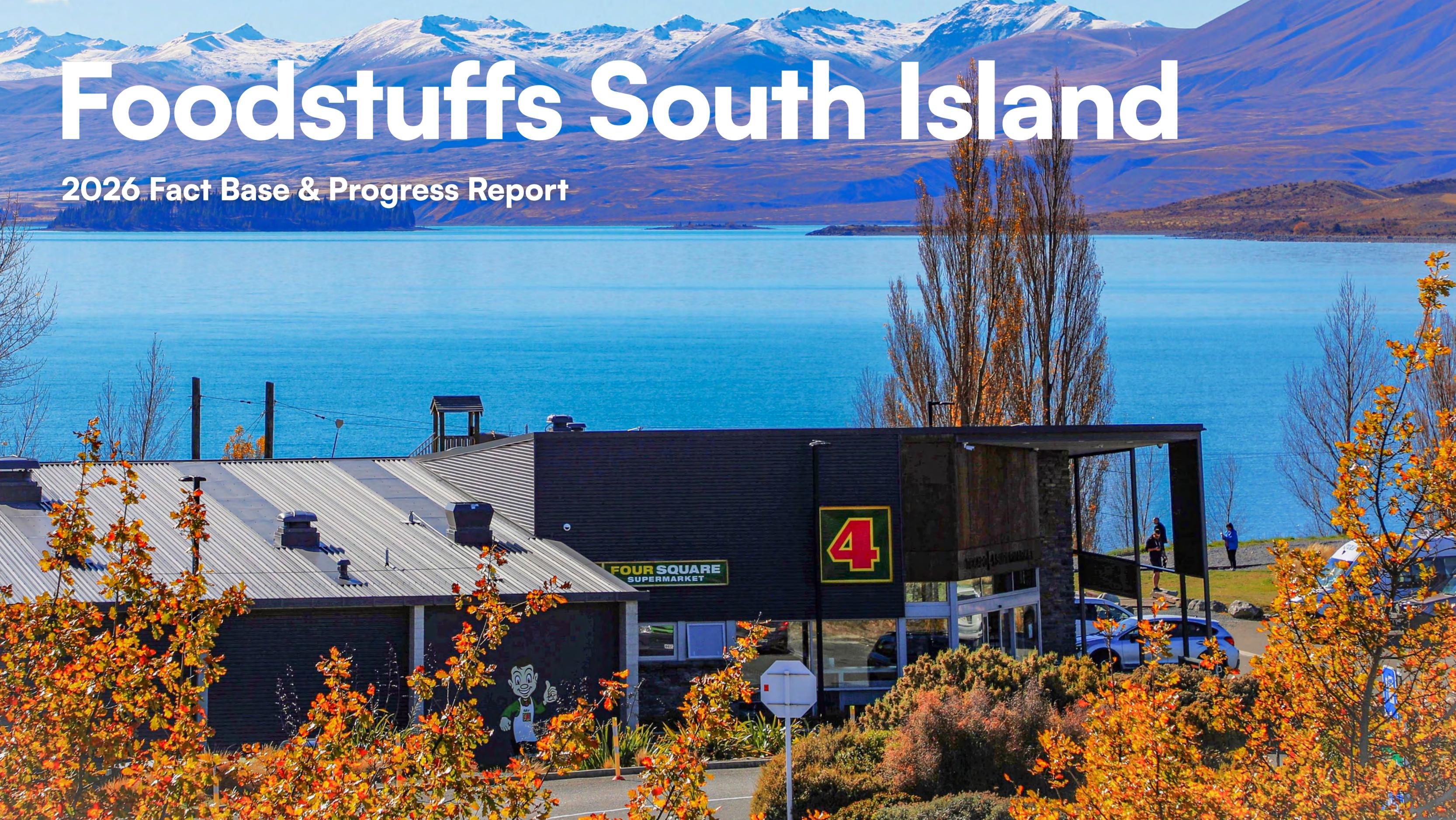


Foodstuffs South Island

2026 Fact Base & Progress Report



Together we feed the South Island and create successful communities.

We go beyond supplying groceries, we're about supporting every part of South Island life: customers, team members, local groups, suppliers, and store owners.

- ✓ 187 family-owned, locally operated stores
- ✓ 14,000+ team members
- ✓ 1.5 million customer transactions each week
- ✓ 1.3 million cartons supplied to stores via our supply chain each week
- ✓ 2,000+ suppliers
- ✓ 4 retail brands — PAK'nSAVE, New World, Four Square, On the Spot
- ✓ 1 business to business brand — Trents



Four Square Rakaia opened in November 2025 with experienced grocers Mike & Catherine Thomas taking the reins.



Owned by Sarah and Phill Blackburn, PAK'nSAVE Rolleston opened in October 2025, representing a \$40 million investment in the community.



How our Foodstuffs co-ops work

The shareholders of each co-op are the same people who own and operate one of our local stores.

Our store owner-operators are the shareholders of their regional co-op

Owner-operators own their local store business, are the employers of their store teams, and manage the profitability of their stores.

Owner-operators source most stock through their regional co-op.

Owner-operators fund co-op operations via levies.

Owner-operators reinvest profits in communities.

The co-ops own the buildings and operations

Co-ops own, lease, build and maintain their stores, supply chain and support centres, managing the profitability of their operations.

Co-ops negotiate, purchase and distribute most of the products our customers buy.

Stores are serviced by each co-op's Supply Chain.

Co-ops distribute profits back to owner-operators.

Co-ops jointly own national brands

Co-ops jointly own Foodstuffs Own Brands, the private label business unit behind Pams, and nationwide retailer Liquorland.

Co-ops jointly own national retail brands PAK'nSAVE, New World and Four Square.

Co-ops jointly own Foodstuffs NZ, which provides shared services including retail brand co-ordination, customer insights, and marketing.

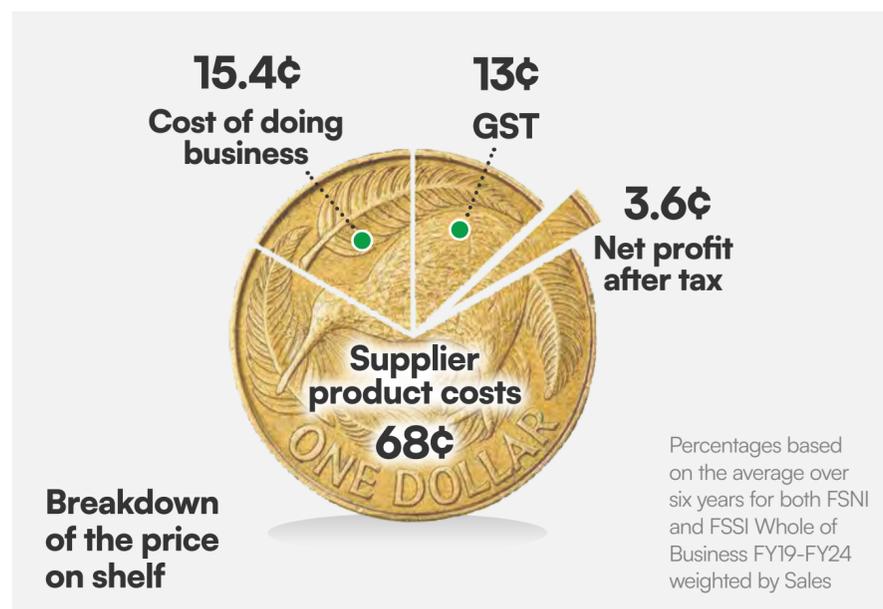


We're working to keep food affordable

The cost of living continues to be a challenge for NZ households. Below are three of the ways we're helping to keep food prices down.

Fair and reasonable returns

Foodstuffs South Island is focused on being an efficiently-run business, helping us to deliver good value to our customers. For every \$1 a customer spends with us, 3.6 cents is our net profit after tax and 15.4 cents covers our costs to run the co-op. The other 81 cents goes to our suppliers and on GST. Because we're a 100% NZ owned co-op, profits go back to our co-op's grocer members, helping them to support their communities and the South Island economy.



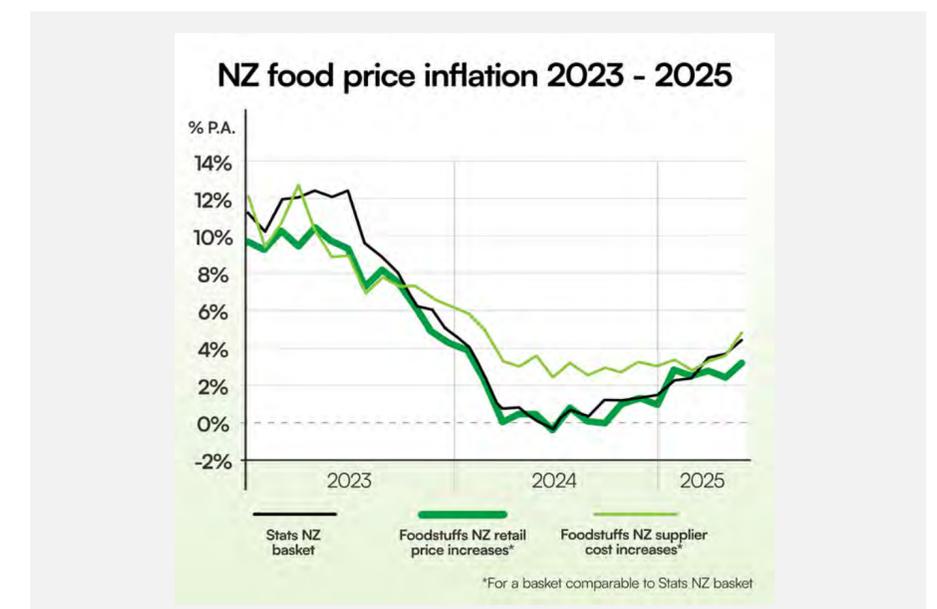
Fair prices throughout South Island

Whether a store's right in the centre of Ōtautahi, or on Rakiura they benefit from our collective buying power, helping them secure better deals and keeping prices down across the board. Alongside sharper promotional pricing on popular products, Foodstuffs South Island has also expanded its use of Every Day Low Pricing (EDLP), offering consistently low prices on a core range of everyday grocery items.



Fighting food price inflation

The inflationary challenges of the past three years have been hard for consumers and business owners. Our team of 14,000+ is focused on delivering value, and we're holding ourselves to account. Since late-2023, the rate of retail price increases at Foodstuffs stores has always been lower than the rate of our suppliers' cost increases, for goods in the categories Stats NZ monitors.



We invest in local communities

New and refurbished stores create jobs for local people — directly and through local suppliers and trades.

Our co-op also supports communities by working with food banks, food rescue organisations, sports teams, schools and local groups.

New and refurbished stores

Foodstuffs South Island invested \$51 million last financial year in new stores and upgrades, boosting local economies and delivering world-class shopping.

In October 2025, we opened PAK'nSAVE Rolleston. This \$40+ million project was completed ahead of schedule, creating 270 jobs becoming one of Selwyn's biggest employers, supporting growth in New Zealand's fastest-growing district.



PAK'nSAVE Rolleston is South Island's biggest supermarket

Food for Thought

Food for Thought is our free, national school-based nutrition education programme, in partnership with the Heart Foundation. It helps Year 5 and 6 students make informed, healthy food choices.

Our team of nutritionists has taught more than 265,000 tamariki since 2007.

Now, our new online platform, 'Food for Thought Nutrition Quest', is taking it to every primary school in New Zealand.



Foodstuffs' Nutritionist Naomi Sutton holds an in-store Food for Thought session

Community Trust

The Foodstuffs South Island Community Trust brings together the commitment of our co-op owners and team to strengthen local communities. By pooling contributions, we fund initiatives that provide relief, resources, and opportunities where they're needed most.

In FY25, we invested \$548,402, including an emergency \$20,000 food donation during the Tasman floods.



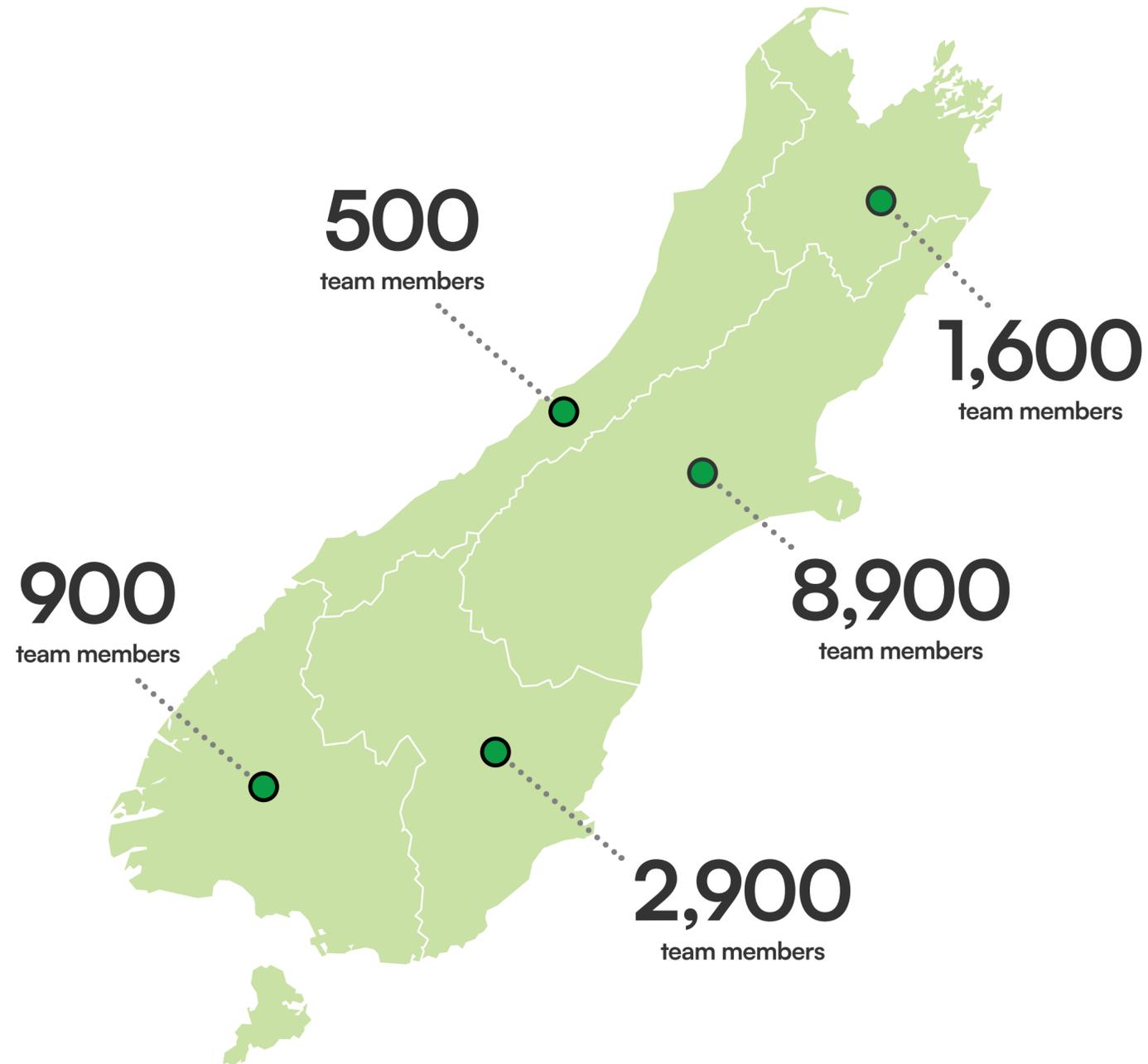
Volunteers at FoodShare Motueka prepare food parcels for flood affected families

We're investing in our people

Our team gets world-class training and support to build meaningful careers.



At last count there were around 14,000 of us working in our stores, at our support centres and our supply chains from Collingwood to Stewart Island.



Creating Meaningful Careers

We're committed to helping our people build rewarding careers across every part of our co-op. From apprenticeships in butchery and bakery to leadership development and graduate programmes, we provide opportunities for growth at all levels throughout South Island.

Our Owner Operator Development Programmes prepare future business owners, while digital learning and tailored training ensures everyone can thrive.

With 14,000+ team members and strong engagement in development initiatives, we're proud to support people in turning their passions into careers — whether that means gaining a first qualification, leading great teams, or owning a store.



First-time owner operator Tanya Dobson took ownership of New World Kaiapoi in 2025

Our suppliers are vital partners for our co-ops

It's essential for us to have strong partnerships with suppliers so we can bring New Zealanders more value, a better range and world-class innovation. We stock more than 60,000 products from over 2,000 suppliers — from large global brands to small NZ producers.

We're always balancing the need for healthy, competitive supplier networks with our duty to deliver quality, choice and value for customers.



Foodstuffs EXPO is NZ's largest B2B expo, where hundreds of NZ brands showcase their innovations.

Around 9,000 new products hit our shelves each year, reflecting changing customer tastes and shopping habits.

Because our stores are locally owned, suppliers can start small — stocking a single store — or scale up to reach the entire country.

While not every product can be ranged due to space limits, more than half of what we sell comes from New Zealand-owned suppliers.



Wayne Cameron, Founder of Emerge Winner Little Ardroy at New World Durham Street, Christchurch.

New World Emerge is a Foodstuffs run competition that sees new suppliers get priceless support from industry leaders and mentors; plus, a fast-tracked journey for their product into New World stores.

Christchurch based Little Ardroy won the Small Supplier category at Emerge 2025 with their range of locally produced Beef Bites. The products are now being rolled out to New World stores from Kerikeri to Invercargill.



Mars team takes the stage with Foodstuffs South Island CEO Mary Devine at the Foodstuffs Partnership Awards.

We build strong, genuine relationships with our suppliers. Through joint planning, we share ideas, tackle challenges side by side, and stay focused on what matters most: great outcomes for our customers.

Regular catch-ups, from Foodies Forums to supplier visits, keep the conversation flowing and spark fresh thinking. Together, we bring new products to life and find solutions that work for the whole network. We also take time to celebrate these partnerships through the Foodstuffs Partnership Awards, shining a light on the collaboration and innovation that make a real difference.